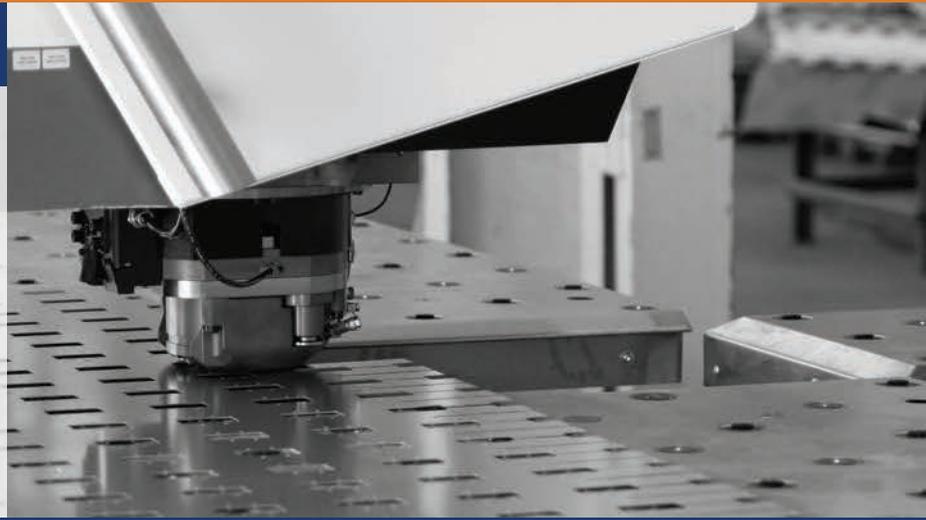


**BASIC VALUATION MULTIPLES**

**4-6x** Adjusted EBITDA<sup>1</sup>

**2.5-3.5x** SDE<sup>2</sup> + Inventory



**KEY VALUATION FACTORS**

**BUYER CONCERNS**

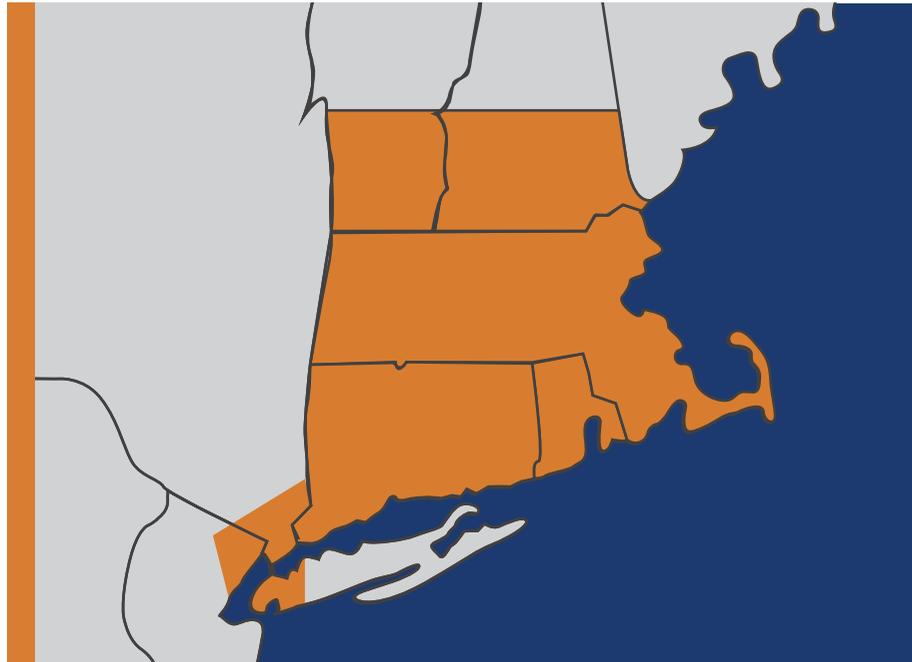
**IMPACT ON SALE**

<b>TECHNOLOGY &amp; EQUIPMENT</b>	Technology and equipment impact production and productivity.	<ul style="list-style-type: none"> <li>Up-to-date equipment and technology with high automation and range of capabilities increases multiples</li> <li>Extraordinary CapEx investments post sale will negatively impact multiples</li> </ul>
<b>INDUSTRIES SERVED</b>	Revenues and earnings are dependent on client industries.	<ul style="list-style-type: none"> <li>Decreased multiples for poor industry outlooks</li> <li>Ability to shift industry focus or sell product across industries increases multiples</li> <li>Achieving and maintaining relevant industry certifications are crucial to support higher multiples</li> </ul>
<b>CUSTOMER CONCENTRATION</b>	Revenues rely on a few customers and key relationships are dependent on owner.	<ul style="list-style-type: none"> <li>Higher multiples when no customer accounts for more than 10% of sales</li> <li>Deferred payment terms and fewer buyers</li> <li>Long-term contracts offset concerns of customer loss</li> </ul>
<b>MANAGEMENT</b>	Quality of management team and systems.	<ul style="list-style-type: none"> <li>Well-rounded management increases multiples</li> <li>Deep technical staff will enhance multiples</li> <li>Overdependence on owners lowers multiples</li> <li>Good financial management and reporting systems increase multiples</li> </ul>
<b>OTHER IMPORTANT CONSIDERATIONS</b>	<p>Economic Conditions</p> <p>Customer Service</p> <p>Revenue Growth</p>	<p>Reputation</p> <p>Value Added Services</p> <p>Capital Expenditures</p>

These are only a few variables and do not constitute a complete valuation. Contact us for a no charge, no obligation **Opinion of Value** that defines our view on the current business valuation and the terms under which it would be sold.

## COMPANY OVERVIEW

VR Business Sales New Haven represents owners of businesses valued between \$500,000 and \$25 million or with annual revenues from \$1 million to \$25 million. Operating within a wide range of industry segments, the office provides exceptional merger and acquisition advisory services to companies operating within a wide range of industry segments in Connecticut, Southern New England and Metro NY. Independently owned and operated.



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Jeff has over thirty years of business experience including positions in engineering, manufacturing, marketing, business startup and acquisition. He owned and operated an import/export firm as well as a manufacturing company. Jeff offers a wealth of practical experience when advising clients on selling or buying a business and brings a level of professionalism to the process that makes him one of the best recognized and most admired business intermediaries in Connecticut. Jeff is one of the few business brokers in New England that has secured the prestigious designations of Certified Business Intermediary (CBI) from the International Business Brokers Association (IBBA) and a Mergers & Acquisition Master Intermediary (M&AMI) from M&A Source. He is also a member of the Board of Directors for M&A Source.

